

MAINE DISTRICT OFFICE NEWS

September, 2006

U.S. Small Business Administration Maine District Office

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For More Information

- SBA offices are located in all 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Islands and Guam. For the office nearest you, look under "U.S. Government" in your telephone directory, or call the SBA Answer Desk.
- SBA Answer Desk:
1-800 U ASK SBA
- Fax: 202-205-7064
- E-mail: answerdesk@sba.gov
- TDD: 704-344-6640
- Your rights to regulatory fairness:
1-800-REG-FAIR
- SBA Home Page: www.sba.gov

All of the SBA's programs and services are provided to the public on a nondiscriminatory basis.

From the Directors Desk

Dear Friend of Small Business:



As we near the end of the SBA's fiscal year it is time to celebrate our successes. The SBA, with your help, will end the year by placing more capital in the hands of Maine businesses and entrepreneurs than any other time in its more than fifty year history.

These successes come from leveraging the expertise of SBA people and programs. Businesses also can leverage the skills and programs of others in the public and private sector. For more information on the team approach please turn to the article on page 4 of the newsletter.

When the May floods hit southern Maine the SBA District Office staff was immediately on the ground working with the towns and chambers of York County to help the businesses get ready for the Memorial Day weekend.

After meeting with local lenders, The Finance Authority of Maine (FAME) with input from the SBA developed an interim loan program to be used by the local businesses until long term financing became available through the SBA Disaster program. This interim financing mechanism developed by FAME and SBA is now being considered as a National model.

The York County Community College stepped forward to house the disaster recovery teams. SBA and the Maine Small Business Development Centers (MaineSBDC) staff based at this one stop center spent time meeting with owners at their businesses lending a hand with the recovery process.

The SBA is proud to be part of this effort, an effort where all levels of government, business owners and the lending community worked together to get the economy back on track and ready for the summer tourist season.

As SBA approaches a new fiscal year we look forward to continuing our commitment to the success of the Maine economy by building one business and one job at a time.

Mary McAloney

SMALL BUSINESS WEEK 2007

Put Your Best Business or Champion Forward

It is time to once again set aside one week to honor and recognize small business owners and champions. The SBA presents awards at celebrations in each state and to the National winners.

In 2006 Susan Dempsey Giguere, President, Care & Comfort in Waterville was chosen as Maine's Small Business Person of the Year. Giguere said, "It was nice to see our company and employees recognized for the positive contributions we've made to our community and to the state's economy. I encourage everyone to nominate a deserving Maine company for the 2007 Salute to Small Business." The Maine District Office also honored two regional winners. Tom and Cuyler Morris of Morris Yachts in Bass Harbor received the Regional Exporter Award and Paul Daigle, President of Autotronics, in Frenchville received the Regional Jeffrey H. Butland SBA Family-Owned Small Business Award. Maine's Small Business Journalist, Joe Riley of Maine Public Broadcasting Network was recognized for his work on the six-part series, "Starting a Business in Maine."

Now is the time look at your small business portfolio and nominate successful companies and individuals you feel should be highlighted as the 'best of the best' in Maine. A nomination form was recently mailed to our resource partners. The SBA staff will work with you and the nominees to complete the necessary information for each category.

Contact Bonnie Erickson at SBA at 207-622-8275 or bonnie.erickson@sba.gov if you need a nomination form or additional information.

Franchising is an Option SBA Pre-Approved Franchise Eligibility

SBA's new Franchise Registry is a good example businesses being helped through cooperation between government and industry. Through the efforts of the SBA, franchisees, franchisors, and lenders, SBA loan eligibility guidelines and operating procedures have been streamlined to help SBA better serve its customers who may wish to own and operate a franchise.

The Registry lists names of companies whose franchisees enjoy the benefits of a streamlined review process for SBA loan applications. Small business owners get better service and quicker loans.

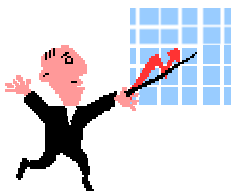
Over twenty five pages of pre-approved franchises are listed at this site; Ace Hardware, Blockbuster, Dunkin' Donuts, Papa John's Pizza and ServiceMaster are there, just to name a few.

View registry at www.franchiseregistry.com.

***** MAINE SMALL BUSINESS Microbusinesses Account for 21% of Maine's Total Employment

Dr. James McConnon, Jr., Business and Economic Specialist at the University of Maine Cooperative Extension, dedicates his time to helping Maine small businesses succeed. The statistics compiled by him 'bring home' the value of microbusiness in the Pine Tree State.

McConnon recently released a compilation of statistics on Maine microbusinesses and employment levels by county for the year 2003. According to the numbers, Maine has 107,236 microbusinesses without employees and 23,564 with 1 - 4 employees. Microbusinesses account for over 21% of Maine's total employment. Visit www.umext.maine.edu for a breakdown by county as well as other statistical data compiled by Dr. McConnon.



SBA's Office of Advocacy

In 1976, the U.S. Congress created the Office of Advocacy within the U.S. Small Business Administration (SBA) to protect, strengthen and represent the nation's small businesses. Advocacy, the 'Small Business Watchdog' of the government, examines the role and status of small business in the economy and independently represents the views of small business to federal agencies, Congress and the President.

Research shows that on an annual basis, firms with fewer than 20 employees spend 45 percent more time and money per employee than larger firms dealing with compliance issues. Small businesses do not have the payroll to hire professional compliance officers. Realizing both the importance and the complexities of federal regulations, the SBA's Office of Advocacy, is the voice for these small business at the National level.

If you are interested in commenting on proposed regulatory changes visit www.sba.gov/advo. Here you will find a direct link to Regulatory Alerts. Here small businesses can 'voice their opinion' on rules that may have an impact on their business.

At this site, you will find a proposed rule for implementation of a recent amendment to the Small Business Act which authorizes the SBA to assess fees on lenders who participate in SBA's 7(a) loan guarantee program. The comment period for this rule ends October 5th, 2006.

For a complete list of notices and rulemakings published for comment see www.regulations.gov.

Steven C. Preston Named 22nd SBA Administrator

Steven C. Preston was nominated by President Bush to serve as the 22nd Administrator of the U.S. Small Business Administration (SBA). Preston is a former business executive with broad experience in financial management and executive leadership

"I am grateful to President Bush for the opportunity to serve in a way that so directly affects the lives of so many Americans," Preston said. "I am also humbled by the bipartisan support I have received in Congress and am committed to fostering a strong relationship with the many stakeholders of the SBA."

During his confirmation hearing on June 21, Preston emphasized the importance of sophisticated financial management, operational responsiveness and a customer service culture at the SBA. "None of this happens by accident," he said. "It requires dogged focus to move the ball forward each and every day," he added.

Senator Olympia Snowe, Chair of the Senate Committee on Small Business and Entrepreneurship said, "I expect Mr. Preston to provide strong and unwavering leadership at this pivotal juncture on behalf of America's 25 million small businesses and their employees."

Until recently, Preston was Executive Vice President of The ServiceMaster Company, a major franchising organization with thousands of small businesses in its network.

He currently serves as vice chairman of the Board of Visitors for the Weinberg College of Arts and Sciences at Northwestern University, and has served on numerous boards of philanthropic and other organizations. Preston was sworn in as SBA Administrator on July 10, 2006.

Preston graduated with Highest Distinction from Northwestern University with a political science degree, and received an MBA from the University of Chicago Graduate School of Business.

GOVERNMENT CONTRACTING EVENT

October 17th

A MARKETING OPPORTUNITY FOR SMALL BUSINESS OWNERS

The Department of Defense Northeast Regional Council will host a small business matchmaker conference in South Portland on October 17th at the Sheraton Hotel and Conference Center. The Federal government puts tens of billions of dollars into the pockets of small businesses through contracts every year.

This event will give small businesses the opportunity to meet with buyers and directly market their product or service. If you have clients who are interested in selling to the Federal Government or a large federal Prime Contractor, please let them know of this

opportunity to make valuable business contacts.

At the matchmaker portion of this event businesses can meet with procurement officers from large Federal Prime Contractors around New England such as BAE Systems, Raytheon, Bath Iron Works and other major purchasers.

In addition, Federal agencies such as General Services Administration, Army Corps of Engineers, Defense Supply Centers, and Department of Homeland Security, Portsmouth Navy Shipyard, U.S. Small Business Administration and others will also be available for these one-on-one meetings.

Small businesses who register for this event will be able to set up 10 minute meetings with over 70 federal prime contractors and government agencies to explore contract opportunities and introduce their products and services.

Pre-registration for this conference is **mandatory**. For complete conference information and registration visit www.regonline.com/104958

If you have questions, contact the Maine Procurement Technical Assistance Center (PTAC) at 207-942-6389 or visit www.maineptac.org. You may also contact Rose Oleksiak at the Maine SBA at 207-622-8554 or e-mail rose.oleksiak@sba.gov.

RAYE APPOINTED TO SBA NATIONAL ADVISORY COUNCIL

Karen Raye, owner of Raye's Mustard Mill in Eastport, was recently appointed to the U.S. Small Business Administration's (SBA) National Advisory Council (NAC).

The NAC serves as the private sector advisory group to SBA, Congress, and the President on small business issues. The council includes small business owners who volunteer their time over the course of a two-year appointment. The business owners provide the SBA with diverse and expert advice, ideas, and opinions on small business issues and SBA programs nationwide.

"I look forward to serving on the Advisory Council, and providing a voice for the many other small business people across Maine who work every day to meet a payroll, provide good customer service, and strengthen their communities," said Raye. "As a food producer, I'm especially pleased to be able to represent Maine's manufacturing sector, which is so critical to our economy."

"Karen Raye's appointment to the SBA National Advisory Council is good news for Maine's entrepreneurs and small businesses, and to those throughout rural America," said Charles Summers, SBA's New England Regional Administrator. "Her business expertise, understanding of public policy and dedication to rural communities will make the National Advisory Council an even stronger voice for the Nation's job creators." Raye and her husband State Senator Kevin Raye, of Perry, are the fourth generation of the Raye family to own and operate Raye's Mustard Mill in Eastport.

Save the
Date

GOVERNOR'S CONFERENCE ON SMALL BUSINESS

November 17th and 18th
York County Community College

On November 17th and 18th, the York County Community College in Wells, will be hosting the Governor's Regional Conference on Small Business for Southern Maine. At the Conference businesses will have access to workshops and panel discussions on small business topics ranging from marketing to bookkeeping and start-up issues to business plan development.

Information forthcoming

FMI – contact Alden Turner, SBA
Senior Area Manager at 592-5322
or alden.turner@sba.gov.

LENDERS - SHARPEN YOUR SBA PENCIL

Training Sessions Online

These seminars, designed to provide and training and program updates, are conducted via "ReadyTalk". Lenders call in and log on, to access live training. The first lender training session was conducted on September 22nd by Helen Brimigion, SBA Lender Relations Specialist. She presented an overview of Processing Requirements for SBA 7(a) loan requests. E-mail helen.brimigion@sba.gov for a link to this recorded training session.

On October 20th, an SBAExpress Training, facilitated by Helen Brimigion, will feature Hien Nguyen, SBA Lead Loan Specialist of the Sacramento Loan Processing Center. This is an opportunity for lenders to ask questions specific to the SBAExpress Program. Under the Express Program lenders use their own documentation, policies and procedures.

November 17th will feature training on SBA Loan Servicing and will be conducted Helen Brimigion and a loan specialist from the Little Rock Servicing Center. At this session lenders will have an opportunity to ask questions pertaining to SBA Procedural Notice 5000-917, Streamlining Loan Servicing.

Mark your calendars for future 'Lender Training' modules.

December 15th - January 19th - February 16th - March 16th
Topics will be announced at a later date.

**NEED HELP STRUCTURING A LOAN PACKAGE?
BUSINESS ASSISTANCE TEAM AVAILABLE**



SBA's finance specialists can help you make a deal bankable and allow you to provide capital to your customer. SBA, the Finance Authority of Maine (FAME), the Maine Small Business Development Centers (Maine SBDC), the Service Corps of Retired Executives, (SCORE), Regional Economic Development organizations, the U.S. Department of Agriculture (USDA), and the Maine Department of Economic and Community Development (DECD) regularly partner to make a project come together. Together they provide assistance with business planning, obtaining subordinate or gap financing, contract financing, and the resolution of problem credits.

The group regularly work with lenders and businesses to put much needed capital to work for Maine businesses. During the past year our combined efforts re-started closed manufacturing facilities, provided targeted assistance to businesses in the government contracting arena and helped businesses obtain a Certificate of Competency (COC). The COC, when issued, certifies that the business is capable of fulfilling a specific government contract. Major business expansions and debt re-structuring action plans are regularly developed to benefit the Maine small businesses community, using this 'teamwork' concept.

Please contact us at (207) 622-8274 to discuss a project - The SBA is here to help!



**Maine Small Business Development Centers
(Maine SBDC)**

The Maine Small Business Development Centers (Maine SBDC) provide comprehensive business management assistance, training, resource and information services to Maine's micro, small and technology-based business communities. It's only a click away.

www.mainesbdc.org



*Maine's link for
small business*

Maine Business Works (MBW) provides access to a broad range of business development assistance available throughout the State of Maine including business education, financing programs and small business information and/or assistance.

You will find a comprehensive list of statewide seminars at www.mainebusinessworks.org as well as an extensive list of finance programs and resources which you can search by location.

**Looking for a
seminar or
workshop?**



SCORE® - Counselors to America's Small Business

With chapters throughout Maine, SCORE® has matched volunteer business-management counselors for clients in need of expert advice. These volunteer counselors share their management and technical expertise with present and prospective small business owners.

Visit www.sba.gov/me to find the SCORE® chapter near you. There is a SCORE® cyber chapter at www.score.org.



Women's Business Center (WBC) at Coastal Enterprises, Inc. (CEI)

Women-owned businesses account for one-third of all Maine businesses, and are an increasingly important part of the Maine economy. The WBC has a long-standing commitment to supporting women business owners. Developing targeted training programs, providing business technical assistance and creating finance programs for women entrepreneurs are part of the WBC's mission. Visit www.ceimaine.org/women for more information and to locate the center nearest you.